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Morgan Stanley Fleet Management, Salary Packaging and Automotive Conference

15 October 2015



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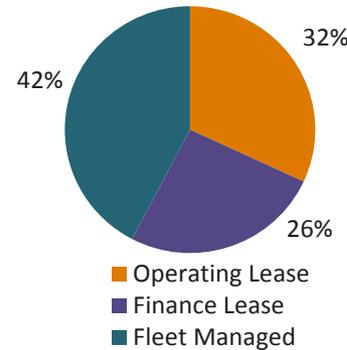
Leading Diversified Fleet Manager



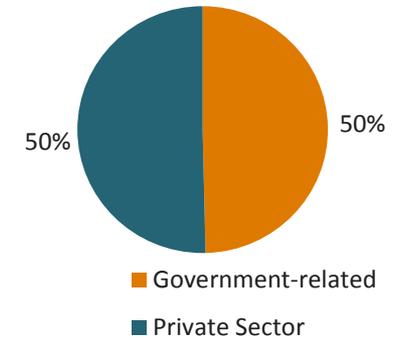
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- ✓ Diversified business model, with leading position across both corporate and salary packaging sectors – presence in Australia, New Zealand and UK
- ✓ High quality, diverse and well-entrenched customer base across government and corporate
- ✓ Innovative service approach and strongly differentiated technology solutions
- ✓ Asset management expertise unique within the industry
- ✓ Low capital intensity funding model delivering attractive returns
- ✓ Attractive financial profile with diverse, highly visible fee-based revenue streams
- ✓ Strong embedded growth outlook, providing secure platform for step-change opportunities

Balanced Product Portfolio (By fleet size)



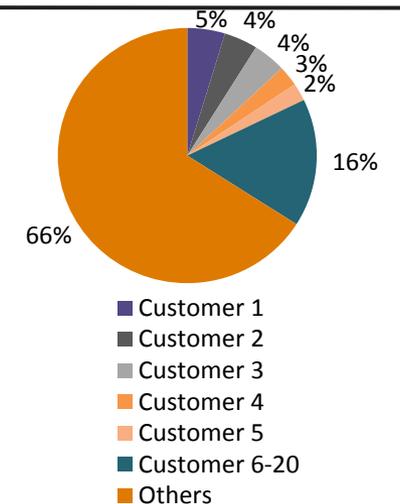
High Quality Client Base (By fleet size)



Strong Sector Presence (By fleet size)



Diversified Client Base (By revenue)



Fleet figures as at 31 December 2014
Revenue information for fiscal year ending 30 June 2014

Strongly Differentiated Capabilities

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✓ 27 years of in-house expertise, combined with constant investigation of global best practice



✓ IT systems and advanced customer-facing technology are key differentiators



✓ Industry leadership in Work Health & Safety applications



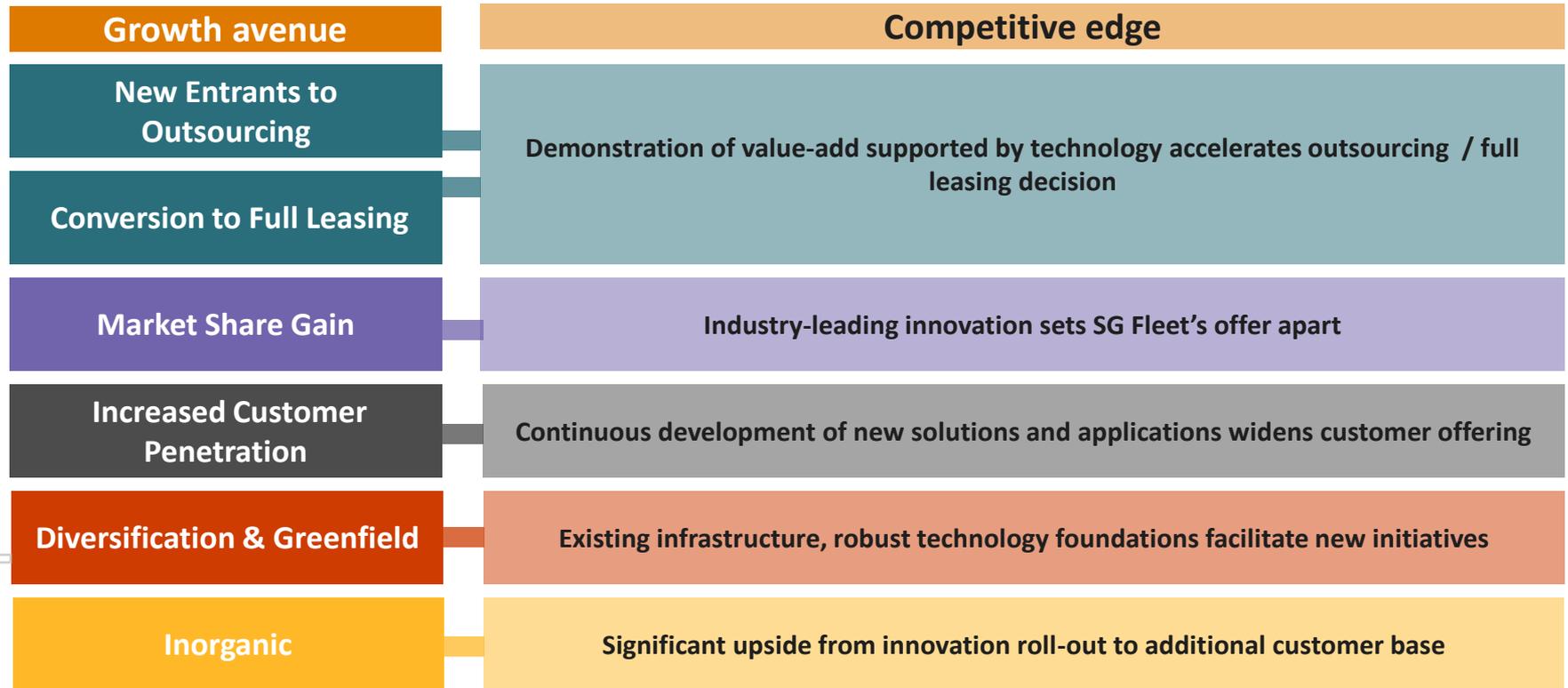
✓ Design focuses on end-user experience



Innovation as Growth Enabler

Demand for higher value-add and greater complexity of solutions make technological leadership a prerequisite

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Growth - Improved profitability - Barrier to entry

Approach and Methodology Discipline

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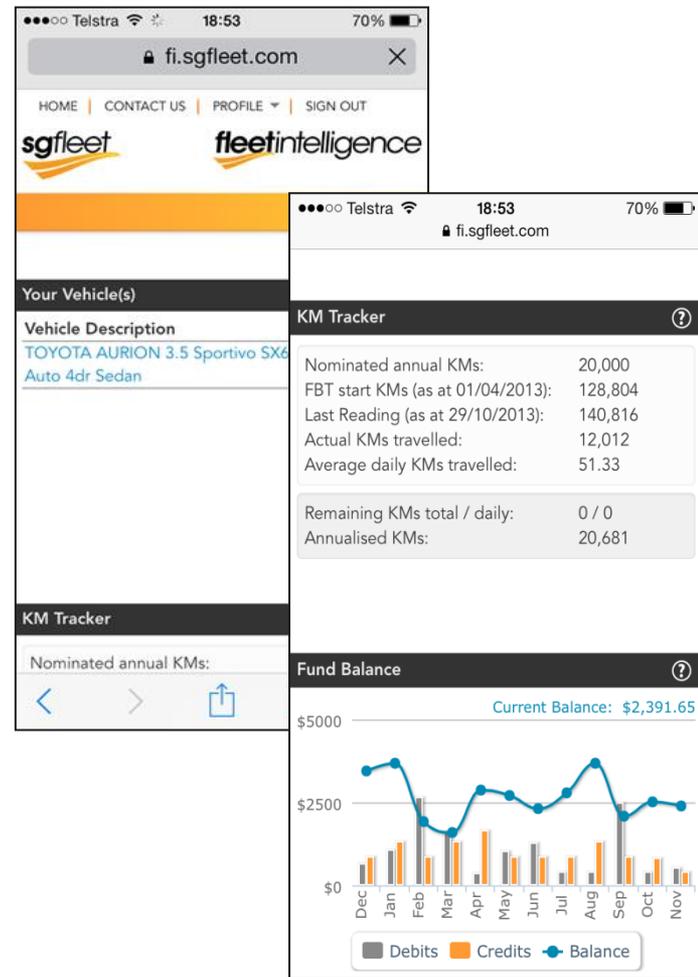
- Proprietary on-line and app-based solutions
 - All development completed in Sydney under guidance and control of Head of Innovation and Technology

- ✓ Consistent approach, serving clear corporate strategic objective
- ✓ Not dependent on outside providers / exact to requirement
- ✓ Maximum extraction of in-house operational expertise in selection and development
- ✓ Flexible and quick-to-market

- Focus on customer value-creating solution to real problem
 - Budget discipline in function of profitability

- ✓ Business priority – direct outcomes

- 'Flagship' on-line service
- Provides access to information and transaction processing capabilities
- Role-based application
 - functions and reports available depend on user's relationship with SG Fleet
- Tens of thousands of subscribed users
- Continually enhanced and refined

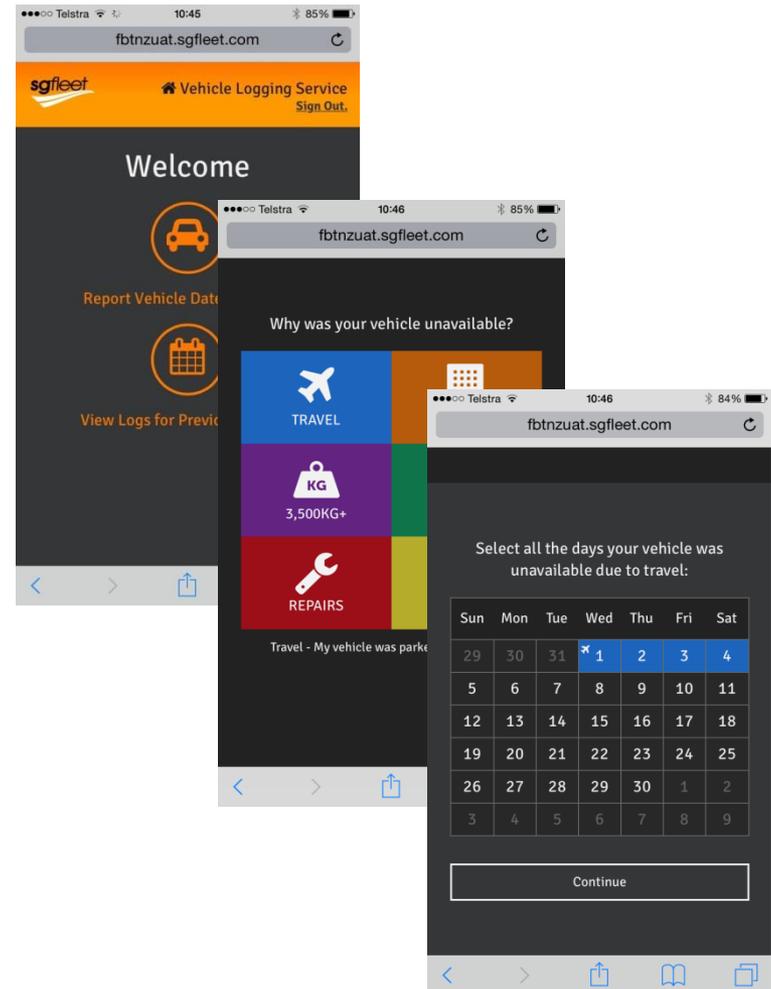


FBT Data Collector (NZ)



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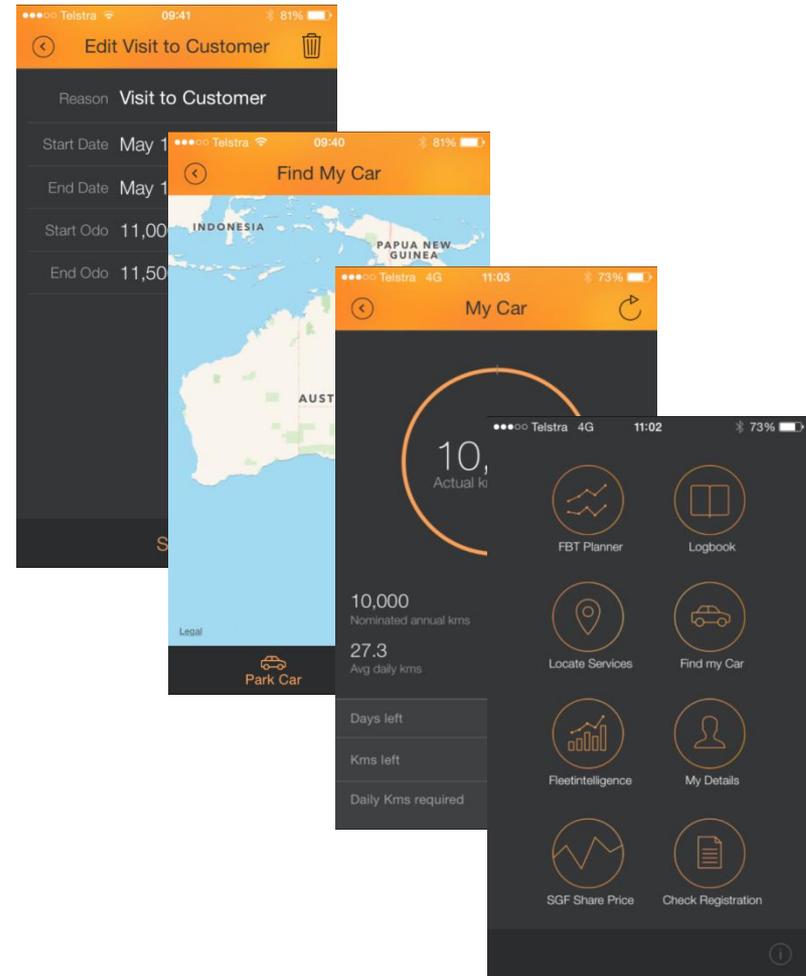
- New initiative launching in New Zealand market
- Takes a traditionally manual, e-mail based process and drives greater efficiencies through technology
- Delivered via a secure web-based platform that allows drivers to submit vehicle usage on a monthly basis
- Provides further differentiation within the New Zealand market



Mobile App (Australia)

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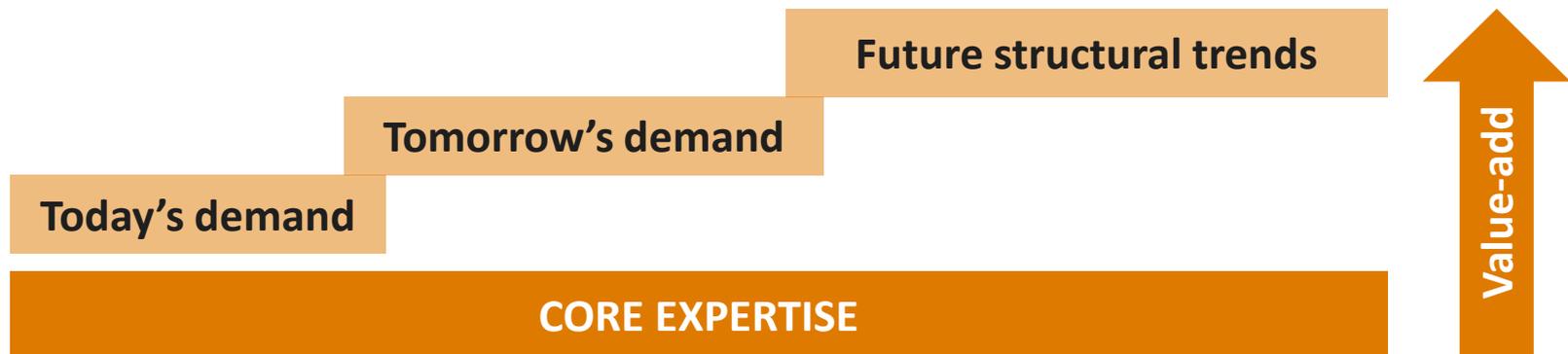
- iOS and Android native app that allows drivers to track km usage, manage logbooks, plus many other features
- Available free of charge in respective app stores
- Continuously enhanced and refined
 - recent enhancement to check vehicle registration status
- Next steps mapped out
 - further integration of the app with *fleetintelligence*



Focus Remains on Value Creation

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- Companies aiming to remain relevant and generate sustainable shareholder value must:
 - meet today's demands
 - meet tomorrow's demands
 - understand longer term structural trends
 - translate these trends into an effective business strategy AND
 - embrace and execute on continuous change without losing sight of core expertise and targeting increased value-adds



Looking Ahead: Mobility On-demand



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- **Increasing rate of technological advancement leads to fundamental rethink of how we use a vehicle**
 - Hybrid / electric vehicles with in-car telematics
 - Availability of ultra-detailed travel and transport information will allow for pooling / sharing and interaction with other modes of transport in a changing cityscape
- **We constantly innovate – adapting services to provide an evolving mobility solution**
 - Channeling massive amount of telematics data into productive use: efficient management and allocation of the transport asset, driver and passenger safety
- **We are well positioned to take advantage of the emerging ‘Internet of Things’ to deliver unique and innovative services**
 - Existing infrastructure and strong customer base supports these initiatives
 - Very robust technology foundations

SG Fleet is able to adapt to changing market conditions quickly, profitably and with minimal business risk

FY2016

Build momentum into FY16 and beyond

Maintain multi-pronged growth strategy, including inorganic

Greater competitive differentiation through product development and customer service enhancements

Position for step-change opportunities

Continued productivity improvement through scale and efficiency benefits

Maintain similar levels of underlying profit growth

✓ **ON TARGET**

FY2017 onwards

Next phase of diversification and greenfield concepts

Impact of system integration

Increased scale benefits

Long-term strategy actively supported by skills and talent management

Enhance internal talent pool of asset know-how and innovation expertise

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Questions